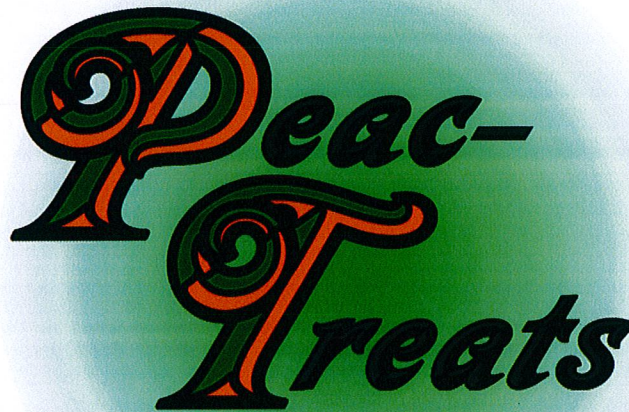


Entrepreneurial Plan



October, 2010 to January, 2011

Contact:

Entrepreneurship 30
145 Ross Street East
Moose Jaw, SK S6H 0S3
Peac-Treats@live.com
306.693.4626

TABLE OF CONTENTS

Confidentiality Statement.....	1
Executive Summary	2
Mission Statement and Goals	4
The Management Team	5
The Product	6
Marketing and Sales	7
Production.....	9
Human Resources and the Compensation Plan	11
Information Technology	13
Finance and Budget Forecast.....	15
Risks and Conclusions.....	16
Appendices:	
A – Organization Chart	
B – Production Costs	
C – Flyer	
D – Poster	
E – Business Card	
F – Order Form	
G – Invoice	
H – Sales Projections	
I – Financial Statements	

CONFIDENTIALITY STATEMENT

The information, data and drawings embodied in this entrepreneurial plan are strictly confidential and are supplied on the understanding they will be held confidentially and not disclosed to third parties without the prior written consent of ***Peac-Treats***.

EXECUTIVE SUMMARY

Peac-Treats is a Junior Achievement Company made up of students who attend Albert E. Peacock Collegiate and are enrolled in the Entrepreneurship 30 class. Our company is in retail and we sell "treat" gifts for people of any age and gender. Our items include candy bouquets themed "Halloween," "Rider," and "Christmas." We also sell cupcake kits that share the same themes as the candy bouquets. Our target market is the citizens, and businesses of Moose Jaw and surrounding area. Our ideas are fresh and innovative, attracting people to support our business. An additional attraction to ***Peac-Treats*** would be that we are supporting the charity *KidSport*. *KidSport* is the charity that the *Saskatchewan Roughriders* support and it gives all kids the chance to be involved in sports which in turn, instills a healthy lifestyle. Knowing that we are supporting such a worthwhile charity, people will be attracted to ***Peac-Treats*** and be more willing to purchase our products.

The management team met with Mr. Jim Hopson who is the President and Executive Chief Officer of the Saskatchewan Roughriders. Mr. Hopson granted us permission to use the Roughrider logo on our candy bouquets as well as the "Rider" name in our products without royalties and wished us well in our venture.

Our company is a standout amongst our competitors because we offer top quality product at a reasonable price. When you purchase a ***Peac-Treats*** product, it is ready to give as a gift because it is attractively packaged, complete with a ***Peac-Treats*** business card with all of our contact information. Since we have candy bouquets and cupcake kits in three different themes, there is sure to be a product for everyone to enjoy.

Our market research has told us that people are willing to pay for quality product. We surveyed students, as well as teachers around A.E. Peacock Collegiate and asked their opinions on prices and ideas to improve our product. The feedback we received was very positive and led us to believe that our product would be a success when we put it on the market.

Our management team, fellow members and two student advisors have proven that we can work well together and experience success as a team. Our team is a group of fourteen strong, innovative leaders who have shown great initiative in the company. Many have worked outside of school hours to bring the company to its fullest potential. Our team of positive individuals is well equipped with the needed skills to succeed as a business. All of us are willing to learn and accept challenges as opportunities to expand our knowledge. With such a team supporting our company, we hope to top the success of the past three Albert E. Peacock Collegiate Junior Achievement companies.

To assist in starting our business, we hosted a Small Business Open House/Trade Fair to kick off Small Business Week in Moose Jaw. In the end, we profited \$1,003.44 to contribute to our company. In addition, the fourteen members as well as the two Student Advisors, Mrs. McKinnon and Mrs. Greenwood have all invested \$20 in order to purchase two shares each for a total of \$320. We hope to have a final profit of \$5,175.

MISSION STATEMENT/GOALS

The name of the Junior Achievement Company of Albert E. Peacock Collegiate is **Peac-Treats** with a slogan of “**The ‘Peac’ of all treats!**”

Our mission as a company is to provide the community of Southern Saskatchewan with delicious and attractive treats that are suitable for all ages. Our company offers candy bouquets of the themes “Halloween,” “Roughrider,” and “Christmas.” In addition, we offer cupcake kits in the same themes complete with cake/icing mix, cupcake liners, and decorating items enough to make a dozen cupcakes. However, the Roughrider theme has enough products to make a “Rider Dozen,” which, of course, is thirteen. Our target customers are local business and people of the community of Southern Saskatchewan who are looking to buy attractive gifts for their co-workers, friends or themselves.

Our company is hopeful for success in the community and will potentially achieve that success because we are young entrepreneurs seeking knowledge in the business world. We are excited to succeed and will work hard to get there. As well, we are part of the Junior Achievement Program which will be a big help in assisting us with advice and guidance on the road to accomplishment.

When we reach the end of our business venture and begin to liquidate our earnings, we will have gained knowledge on all sides of the business world. In order to achieve the results that we hope for, we must work as a collective group and never lose sight of our goals. Each day, we must use our time wisely and promote our business to its fullest potential. By promoting our business, we will attract new customers as well as gain experience in the marketing sector of business.

Our specific goals are as follows:

Goal	Measure
We will support and donate at least \$500 to the charity, KidSport.	=10% of our final profit will be donated to KidSport Canada
We will sell 1,200 units in total before the end of our business venture.	= total units sold of 1,200
Our marketing strategies will be so effective that our customers will buy multiple products.	= Customers will take advantage of our ‘3 for 25’ deal and more products will be sold.
All of our members will have an enjoyable learning experience and gain business knowledge from the Junior Achievement program.	= 100% of our members will state that they had a positive experience with Peac-Treats .

THE MANAGEMENT TEAM

The management team of our Junior Achievement Company consists of a President and five Vice-Presidents. The President over-sees all departments of the company while each Vice-President is in charge of his/her particular sector (for organizational chart see Appendix A. These individuals include:

- **President: Siera Bearchell** - Siera is a natural leader who will guide this company to success. She is confident, organized, personable, and has a great deal of experience as a public speaker.
- **V.P. Human Resources: Justice Eashappie** - Justice always has a positive mindset and is willing to do anything to help contribute to the company. When Justice is asked to do something, you are sure to know that he will get it done.
- **V.P. Finance: Emmett Harrison** - Emmett is a very intelligent young man who strives for excellence in whatever it is he does. His strong leadership, organization and math skills all contribute to his success in his position.
- **V.P. Information Technology Services: Tyrell Darroch** - Tyrell has expressed great interest in the Information Technology area and excels in creating posters, business cards and other aspects of our IT Department.
- **V.P. Marketing and Sales: Mitch Smith** - Mitch is a bright and intriguing student who is willing to do anything to contribute to the success of the company. His strong people and communication skills make him the perfect individual to market our company.
- **V.P. Production/Operations: Morgan Gabel** - Morgan has executed excellence in her position and ensures that our product is at top quality before it is delivered to our customers. In addition to her attention to detail, Morgan maintains an extremely positive attitude even through challenges in the company.

With this management team and the help of: Randi Kinee (Marketing and Sales), Jennifer Toupin (Marketing and Sales), Travis Pack (Production), Keegan Erz (Information Technology), Cody Connelly (Information Technology), Samantha Clace (Production), Shelene Rehbein (Production), and Cayleigh McNeice (Production), we are sure to be successful in our journey. Each individual of our company is motivated to be successful and works together in their specific sectors with ease as well as an openness to improve their skills and understanding. Together, we are a great team and will continue to strive for success in our business venture.

THE PRODUCT

Our company, **Peac-Treats** wishes to sell themed cupcake decorating kits and themed candy bouquets. The cupcake kits come with pre-packaged icing mix, pre-packaged cake mix, 12 or 13 cupcake liners, and decorations to decorate the cupcakes. These cupcake kits are available in three themes, "Halloween," "Roughrider," and "Christmas." In addition to the cupcake Kits, we have candy bouquets. The bouquets are filled with various candies and sweets. We introduced three themes for the candy bouquets as well, "Halloween," "Roughrider" and "Christmas." We feel we have a great opportunity because Saskatchewan is full of avid Rider fans, and Christmas is just around the corner. Our products are priced at: Christmas and Rider cupcake kits sell for \$10 each, or 3 for \$25, with the option to mix and match the different themes. The Christmas bouquets sell for \$20 each, or 3 for \$50, and the Rider bouquets sell for \$25 each (not subject to mix and match). We provide our customers with quality product that is taste satisfying, and attractive looking. The different themes we have presented and the quality of the product we sell are main selling points which we feel will help us succeed.



The benefits of buying our product include:

- an opportunity to support young entrepreneurs
- a great, simple gift, which is already attractively wrapped
- a way to support *KidSport*, as we will be making a minimum \$500 donation at the end of our sale season
- a great gift for businesses to purchase for their employees.

Our business will purchase cupcake boxes, mugs, candies, cupcake cups and cupcake decorations from wholesalers and retailers at the lowest possible cost. We will work as a team to assemble our product, in class and whenever an order comes in.

MARKETING AND SALES

The **Peac-Treats** team will serve all individuals of any age or gender. Our products as well as our displays are very appealing to the eye. This alone attracts customers to take a look at our product over our competitors. Customers with 'Rider pride' are sure to be attracted to our Rider themed products. The cupcake kits which make a 'Rider dozen' have proven to be our most successful product to date.

The Internet is a useful marketing tool. We have been utilizing Twitter, YouTube and Facebook to promote our product. On Twitter, we update our followers and potential customers in real time; it informs our followers what we have been up to and what work we have accomplished. On YouTube, we update in video logs and promotions. Updating our subscribers on what we are doing visually in the class attracts them to order product. On Facebook, we post photos of our product and also link our YouTube channel videos to the Facebook fan page. The Facebook fan page has six administrators--the President and five Vice Presidents. It is important that messages sent on behalf of the company through the Facebook fan page be proofread by the President, the VP of Marketing/Sales or the VP of Technology. We accept orders and maintain communication with our customers through email. We have placed free online ads on Discover Moose Jaw and on Kijiji. We are utilizing the internet for marketing and sales in numerous ways that will potentially lead our business to a greater success. Online marketing costs us nothing except hard work, dedication and time.

Mall sale dates have been arranged for November 27 (the day before the Grey Cup) and December 11 and 12. We will also set up a sales table at school events such as Parent/Teacher interviews and the winter music department concert.

Our nearest competitor is another Junior Achievement company based out of Vanier Collegiate in Moose Jaw. Their business is called Twisted Ink and they sell a product of nicely packaged note pads with quotes on them for \$10 each. They are a strong competitor because the father of their Vice President of Production is a professional printer who provides them with a quality product. Other competitors include the Chocolate Moose Fudge Factory which sells candy bouquets, but they are significantly pricier than our products. Other competitors include businesses or individuals selling gifts suited for the Christmas gift-giving season. In addition, we have a wonderful team of people who exemplify the critical customer service credentials that will keep customers coming back as well as recommending our product to others.

Our prices are different than Twisted Ink because we have two products and three different themes. The price for our cupcake kits for all three themes is \$10 each or 3 for \$25. Our Christmas/Hallowe'en candy bouquets are selling for \$20 each or three for \$50. Our Roughrider theme bouquet sells for \$25 each (no multiple product deal). Our prices also look quite reasonable compared to that of the Chocolate Moose Fudge Factory. They are selling

their candy bouquets for much more than ours and theirs are filled with less candy and treats than ours.

We have set the goal of selling 1,200 units by the end of our business venture. We have also set the goal of having our cupboard filled all the time so when we receive orders, we can fill them as soon as possible. As a business, our largest goal is to never run into the problem of having a shortage on finished product.

We believe in doing direct sales where personal connections always matter. By making a connection with a person, whether it be a family member or a complete stranger, you are more likely to sell more products or have that person promote your company.

We have been doing a lot to promote a positive atmosphere while working in the production area. We listen to music which calms people and also motivates. The biggest thing that motivates everyone in the class is a positive attitude.

The VP of Marketing and Sales trains team members and builds their confidence through one-on-one coaching and debriefing sessions.

PRODUCTION

Our product will be assembled by the 14 people in our Entrepreneurship 30 class. Product will be assembled carefully and will be checked personally, by the Vice President of Production, Morgan, or the President, Siera. Each person will have a designated job, which they will do every week, so they become proficient with the specific job. For the candy bouquets, once all the supplies are wrapped and glued, Morgan and Siera will be in charge of assembling the final product. For the cupcake kits, after all supplies are packed into the cupcake boxes, a team member will be in charge of tying the boxes with color coordinating ribbon, and adding a business card.

To produce our business cards, we access the computer and colour printer in our classroom, and business card paper which we get at Staples. We have easy access to technology at school. Other items needed to produce our product found in the school are:

- glue guns
- glue sticks
- hole punch
- storage cabinets
- blank white paper
- plastic spoons

We will buy all materials and food products needed to create our product.

We will create our products using an assembly line format. Each person will have a certain job that will, for the most part be their job for the duration of our business. If people become ahead in their job, they will help out in the areas as needed.

The bouquets and cupcake kits are packaged differently. Our bouquets are finished off with a business card, then placed in a large plastic bag for protection, and placed on the bottom shelf of the storage cupboard. The cupcake kits are tied with a long piece of color coordinated ribbon, and a business card is attached. The cupcake kits are then placed in the top 2 shelves of the storage cupboard. We only curl the kits that are on top, so the ribbon doesn't get damaged.

Team members that are working with food are required to wash their hands, and work space before handling sprinkles or loose candies, to insure cleanliness and safe handling of our product. We will use plastic spoons to handle sprinkles or candies. Our bare hands will not come in contact with any unwrapped food product as it is repackaged. Every member will be responsible for following proper health and safety standards.

We may receive an extreme number of orders in the future. Since our bouquets are time consuming, this may pose as a problem, but we have vowed to ensure our team will do what it takes to finish the orders, and send out quality product on time. Many team members have already put in numerous hours outside of class, and have shown amazing dedication. Problems we could face in the future are running out of product. We get a lot of our product from Gales Warehouse in Regina. We have shown good time management skills so far when ordering supplies and will continue to do so.

Supplies will be purchased from a variety of places, including, but not limited to: Gales Warehouse, Bulk Barn, Cavalier Candies, Pratt's Supply, Liquidation World, Dollarama, Dollar Giant, Oriental Trading Online, Canadian Tire and Costco. If one of our suppliers runs out of product, we would go to another source that carries the supplies we need. If supplies go unused, we will either have to return, or blow out extra supplies to friends and family at a low cost.

We have already produced 274 units. When we have our supplies made and ready, it does not take very long to assemble the finished product for both our bouquets and cupcake kits. Assembling the suckers has proven to be the most time consuming. This is why producing these suckers and getting our bouquets done is very important. We will always have team members working on getting the suckers wrapped with cellophane and ribbon.

When demand for our product becomes high, we will spend more time outside of class production. We also will buy most of our supplies on an as-needed basis, so running out of supplies will not be a problem.

Inventory is kept on a spreadsheet in Microsoft Excel which is accessible by the Management team. It is the responsibility of the VP of Finance, VP of Production and the President to make sure this is kept up to date.

Before we produce our product, it is the responsibility of the VP of Production to ensure we always have enough supplies to produce product. By doing calculations, we can determine how much product we have, and how much we need. We purchase cupcake boxes, cellophane, cupcake liners, candy, and most of our product in bulk. By doing this we ensure that we always have product on hand.

The candy bouquets are more time-consuming to produce than the cupcake kits. A single candy bouquet takes 45 minutes to complete, but that includes assembling all the individual pieces. However, if components such as the cellophane suckers and candies glued to skewers are prepared ahead of time, it takes only 3 minutes to complete a bouquet. A cupcake kit takes 2 minutes to complete from start to finish.

Production costs are summarized in Appendix B.

HUMAN RESOURCES AND THE COMPENSATION PLAN

We currently have fourteen young entrepreneurs (with sixteen shareholders), in the business, **Peac-Treats**. We believe that our business will run smoothly with fourteen students. With a teacher supervisor and an educational assistant to guide us, we can make the impossible possible. Individual company members do need to be 100% dedicated to the work or else the company will suffer greatly. We encourage that if a member misses a class/work period that they make it up on their own time. All members do need to have a positive attitude and total respect for each other for the company to be successful.

We, as a group and a company, have decided not to pay salaries or wages. Instead, we will share equally in the profits. Our company also agreed on a 10% sales commission for those who sell product on their own time (mall/craft sales exempt). This commission will be allotted to members prior to determining profits and the final share value.

Members of our company have all gone through a workshop called "Service Best" from Tourism Saskatchewan. This entertaining and interactive workshop looks at the theory behind excellent customer service and provides useful tools to assist in making customers' experiences positive and memorable. The workshop also provided an easy-to-use strategy for service recovery when difficult situations occur. This workshop showed us how to:

- demonstrate the difference between ordinary and outstanding service
- identify and respond to a customer's needs
- view the best practices in service delivery from the customer's perspective, and
- explain the power of a positive attitude and how to use it on the- job

We as a group got invaluable experience from the "Service Best" workshop, and because of that we can apply the skills and lessons we have learned to customers of our own.

With the expertise of the VP of Production and our President, everyone is trained in production, and each VP trains the members in their respective departments. Also, everyone has a sense on how to deal with customers thanks to the Service Best workshop, which everyone attended.

Our business policy is to follow and enforce the norms we have established as a company. The norms are as follows:

1. Continuously bring a positive attitude to the workplace and always wear a smile.
2. Always come prepared, punctual and ready for each day.
3. Treat others as they want to be treated.
4. Keep an organized and clean workspace.
5. Respect others' ideas, opinions and contributions.
6. Do the work you are responsible for and help others when you see they need assistance.
7. You are expected to make up missed classes by working non-class hours.
8. Stay updated on the company and always have an understanding of what is going on and when things are happening.
9. Have fun and enjoy the experiences!
10. Decisions are to be made by a majority vote.

As a company, we feel that these norms will give our members an understanding of what we need from them to make the company a huge success.

INFORMATION TECHNOLOGY

The members of our company all have access to a school-based email account and we can contact each other through this email system. Our team all has access to computers from the school but not all have access to computers at home. As well, all of our Executive Team is equipped with a Gmail account. With Gmail, we can all access Documents on Google Docs which is another large help to the success of our business. However, email has not been our only form of communication. Our team has all exchanged personal mobile as well as home phone numbers. This form of communication has assisted our company greatly and will continue to do so throughout the duration of our venture.

The email address for our company is Peac-Treats@live.com. We have experienced success using the company email by receiving orders and communicating with customers. We have included our company email on our business cards as well as our posters and advertisements. Our entire Executive Team has access to the company email.

We have been using Facebook as a way of getting the information to our customers through a fan page where we can post pictures of the products along with prices. By utilizing Facebook, we can access a larger number of people from around Saskatchewan as well as inform clientele about our latest updates, product improvements, and upcoming events.

Along with Facebook, we have a YouTube channel. www.youtube.com/user/PeacTreats2011?feature=mhum. On YouTube, we show our customers what we are all about. We have posted videos about our product and how potential customers can get their hands on product of their own. YouTube adds a fun dimension to our company where we can show people that we are a great group of Junior Achievers who want to succeed as a business.

We also use Twitter, which is used to update customers on our progress as a business. Our Twitter page is: www.twitter.com/Peac-Treats.

We used many different programs and skills in order to accomplish these tasks:

- The company logo- PhotoShop was used to make the company logo.
- Business cards- We are able to print them using a colour printer that we have access to during school hours.
- Business plan- This very business plan was made using Google docs and Microsoft Word
- Financial records- Microsoft Office Excel is used for all financial records.

- Contact information- We keep track of contact information on Microsoft Excel.
- Invoices- Invoices are all done on Microsoft Word and organized into an easily accessible folder.

The software that is available to us is tremendous, because we are a part of the Prairie South School Division; we have access to many valuable tools and programs. The school computers and programs are always available to us. The school is also the location of the colour laser printer which is how we print our posters, business cards and other marketing tools. By using all of the above tools, we have created professional-looking documents that have contributed to our business' success. See Appendices C to G for document samples.

FINANCE AND BUDGET FORECAST

Our current cash balance is \$300.84, as of November 19, 2010. This balance has been influenced by investments, profits, sales, purchases and business costs. From hosting the Small Business Trade Fair, we made a profit of \$1,003.44. Sales as of November 19 total \$3,505. We have already begun purchasing product financed by our company funds. Investments were sold for \$20, for two shares in the company to 16 members (educator, Mrs. McKinnon, our educational assistant, Mrs. Greenwood included). Share capital totals \$320.

To initially start up our business we used the profits from the Small Business Trade Fair, and share capital. Mrs. McKinnon, Siera Bearchell, and Morgan Gabel bought the initial supplies, but they were quickly reimbursed from the company finances. The total value of the initial supplies purchased, for the product launch at the Small Business Trade Fair, was \$857.41.

We will need approximately \$7,000 in supplies to stay in business and to produce our goal of 1,200 units. The break-down of the number of each individual product is: 350 Rider cupcake kits, 500 Christmas cupcake kits, 175 Rider bouquets, 100 Christmas bouquets, along with the already discontinued 49 Halloween cupcake kits, and 26 Halloween bouquets. These projections have been based on market research, and the percentage of our former sales. See Appendix H for Sales Projections.

The accounting will be done electronically on Microsoft Excel. We use Excel to keep track of the cash account, commission, sales, expenses, inventory, and cost analysis. A company chequing account has also been created at the Conexus Credit Union.

We have decided to set our sales goal at 1,200 units. As of November 19th, we have sold 274 units. We've calculated a goal to sell 1,200 units by December 22nd, 2010 by selling 185 units per week. Thus, we will be selling 12 units each (per week) to meet our goal.

We would like to donate \$500, or 10% of total sales profit to the charity *KidSport*. Whichever value is greater will become the amount we donate. We chose this charity because it is also the charity that the Saskatchewan Roughriders support, and they have a tie to our Rider themed products. We also deem KidSport a worthy cause.

The company's financial statements are presented in Appendix I.

RISKS AND CONCLUSIONS

We are fortunate to be operating our company during the prime gift giving season, Christmas. But with that, comes great competition as well as a great demand for product. We will have to be prepared for an increase in sales and have as much stock on hand as possible. Since the Christmas season is approaching, our competitors are arising. Since we are a new business, we must work extra hard to get our product to market, seeing as there are plenty of exceptional companies with effective marketing strategies that could buy over our potential customers. In order to compete with such companies, we must stick to our norms and continue to promote our company throughout the community and area to reach our established goals.

In the production sector, we face the possibility of unavailable product such as mugs for our bouquets or picks for our cupcake kits. In fact, we have encountered this risk and overcome it with innovative thinking. We have had to find alternate product from our suppliers to substitute discontinued items. Knowing that we have overcome the risk of unavailable product, it stands that we will know how to conquer it if occurs again. An additional risk that can be added to our production area is the chance of broken mugs or wrapped candies. Losing product due to poor handling is an easy way for us to lose money. This is a risk that we face and we must depend on our management team as well as ourselves to ensure that this does not occur.

Our major ad campaign would be contacting local businesses, delivering flyers and prototype products for the public to view and potentially order from. As well, we have used online marketing strategies such as Facebook, Twitter, YouTube, Discover Moose Jaw and Kijiji to promote our product and gain customers. If these marketing strategies begin to fail, we will continue to spread the word of our company to family and friends as well as turn to other advertising approaches.

In the Human Resources department, we face minimal risks. Attendance of members would have to be the largest risk that we face and it is difficult to overcome. Our VP of Human Resources is very reliable and we can count on him to be in attendance. However, we have had some issues with attendance and in turn, other company members have had to stay extra hours to ensure that the needed work gets completed. As for quitting, it is unlikely that a member will quit because of the exceptional reputation of the Entrepreneurship 30 class at A.E. Peacock Collegiate.

If our company was to run out of money, we would turn to our advisor, Mrs. McKinnon for financial assistance. However, our sales have been outstanding and from projections made at this time, it is expected that we will generate a consistent cash flow.

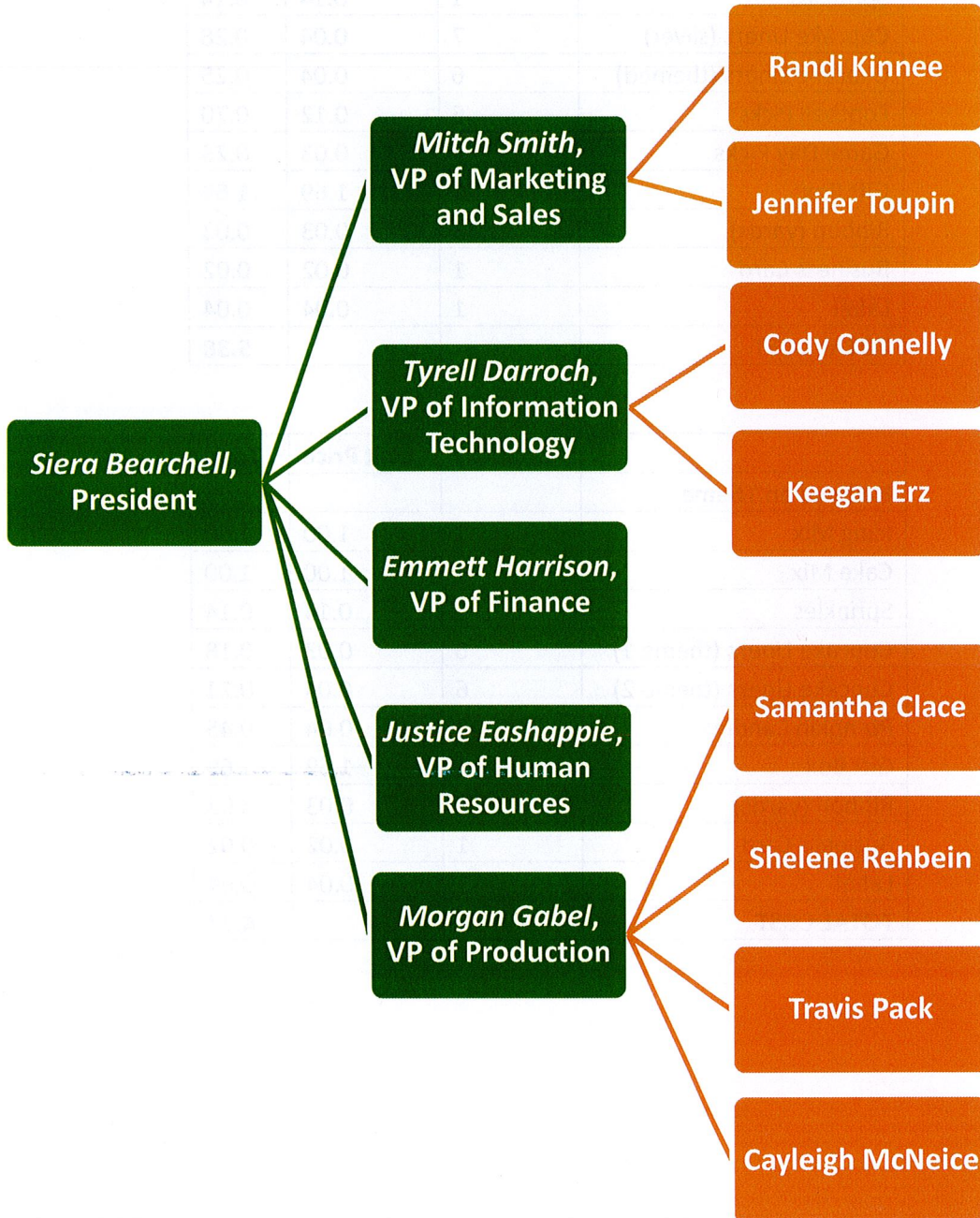
A risk that we face in the Production Department is the chance of running out of product that is used in either our candy bouquets or our cupcake kits. We have already faced this

problem and overcome it with innovative thinking and ideas. Certain companies that carry our supplies have had shortages or even discontinued products that are crucial to our final products. We have had to turn to other stores and locations to purchase some supplies. This has increased some of our costs which in turn will decrease our profits.

APPENDICES



ORGANIZATION CHART



PRODUCTION COSTS

CUPCAKE KITS

	Quantity	Unit Price	Total
Rider Theme			
Icing Mix	1	1.00	1.00
Cake Mix	1	1.00	1.00
Sprinkles	1	0.14	0.14
Cupcake Liners (silver)	7	0.04	0.28
Cupcake Liners (themed)	6	0.04	0.25
Football Picks	6	0.12	0.70
Game Day Picks	7	0.03	0.23
Gift Box	1	1.69	1.69
Ribbon (yards)	1.33	0.03	0.03
Business Card	1	0.02	0.02
Label	1	0.04	0.04
TOTAL COST			5.38

	Quantity	Unit Price	Total
Hallowe'en Theme			
Icing Mix	1	1.00	1.00
Cake Mix	1	1.00	1.00
Sprinkles	1	0.14	0.14
Cupcake Liners (theme 1)	6	0.03	0.18
Cupcake Liners (theme 2)	6	0.04	0.21
Pumpkin Candies	12	0.04	0.45
Gift Box	1	1.69	1.69
Ribbon (yards)	1.33	0.03	0.03
Business Card	1	0.02	0.02
Label	1	0.04	0.04
TOTAL COST			4.77

	Quantity	Unit Price	Total
Christmas Theme			
Icing Mix	1	1.00	1.00
Cake Mix	1	1.00	1.00
Sprinkles	1	0.14	0.14
Cupcake Liners (silver)	6	0.04	0.24
Cupcake Liners (themed)	6	0.05	0.30
Themed Picks	12	0.05	0.60
Gift Box	1	1.69	1.69
Ribbon (yards)	1.33	0.03	0.03
Business Card	1	0.02	0.02
Label	1	0.04	0.04
TOTAL COST			5.06

CANDY BOUQUETS

	Quantity	Unit Price	Total
Hallowe'en Theme			
Mug	1	1.38	1.38
Florist Foam	1	0.28	0.28
Suckers	6	0.09	0.52
Chocolate Centerpiece Sucker	1	1.38	1.38
Pencils	2	0.17	0.34
Reese's Peanut Butter Cups	4	0.16	0.62
Ribbon	1	0.53	0.53
Business Card	1	0.02	0.02
Skewers	14	0.01	0.19
Cellophane	1	0.18	0.18
TOTAL COST			5.44

	Quantity	Unit Price	Total
Rider Theme			
Mug	1	1.38	1.38
Florist Foam	1	0.28	0.28
Apple Caramel Suckers	5	0.30	1.49
Candy Sticks	2	0.22	0.44
Fruit Slices Candy	6	0.14	0.84
Ribbon	1	0.53	0.53
Business Card	1	0.02	0.02
Rider Coaster	1	2.00	2.00
Cork Coaster	1	0.21	0.21
Gorilla Glue	1	0.10	0.10
Skewers	14	0.01	0.19
Cellophane	1	0.18	0.18
TOTAL COST			7.28

	Quantity	Unit Price	Total
Christmas Theme			
Mug	1	1.38	1.38
Florist Foam	1	0.28	0.28
Apple Caramel Suckers	5	0.30	1.49
Chocolate Centerpiece Sucker	1	2.08	2.08
Candy Canes	2	0.10	0.21
Skewers	14	0.01	0.19
Cellophane	1	0.18	0.18
Ribbon	1	0.53	0.53
Business Card	1	0.02	0.02
TOTAL COST			6.35



Cupcake Kits \$10 each or 3 for \$25
Kits include icing mix, cake mix, cupcake liners and decorations for a dozen cupcakes. Of course the Rider kit makes enough for a "Rider Dozen" (13)!

PEAC-TREATS

An A.E. Peacock Junior Achievement Company



10% of profits will go to Kid'sport

Peac-treats@live.com

306.693.4626

145 Ross St E.

Moose Jaw, SK

Peac-Treats...

An A.E. Peacock Junior Achievement Company



Candy Bouquets

Christmas \$20 each
or 3 for \$50

Roughrider \$25 each

Cupcake Kits \$10 each or 3 for \$25

Kits include icing mix, cake mix, cupcake liners
and decorations for a dozen cupcakes. Of
course the Rider kit makes enough for a "Rider
Dozen" (13)!

Peac-Treats

693.4626

Peac-treats@live.com

Peac-Treats

693.4626

Peac-treats@live.com

Peac-Treats

693.4626

Peac-treats@live.com

Peac-Treats

693.4626

Peac-treats@live.com

Peac-Treats

693.4626

Peac-treats@live.com

Peac-Treats

693.4626

Peac-treats@live.com

Peac-Treats

693.4626

Peac-treats@live.com

Peac-Treats

693.4626

Peac-treats@live.com

Peac-Treats

693.4626

Peac-treats@live.com

Peac-Treats

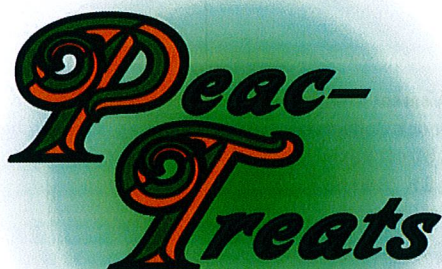
693.4626

Peac-treats@live.com

APPENDIX E



APPENDIX F



A Junior Achievement Company

Albert E. Peacock Collegiate

145 Ross Street East

Moose Jaw, SK S6H 0S3

phone: 306-693-4626

fax: 306-692-5330

email: Peac-Treats@live.com

ORDER FORM

Company Name: _____ Contact Name: _____

Phone Number: _____ Email: _____

NO. OF ITEMS		Order in multiples of 3 to take advantage of the value deal!	TOTAL
	<i>Christmas Themed Cupcake Kit</i>	\$10 each	
	<i>Rider Themed Cupcake Kit</i>	-OR- 3 for \$25	
	<i>Christmas Themed Candy Bouquet</i>	\$20 each -OR- 3 for \$50	
	<i>Rider Candy Bouquet</i>	\$25	
		TOTAL ORDER	

**Please make cheques payable to: Peacock Collegiate Junior Achievement.
Payment is due upon receipt of order.**

**You will be contacted when your order is ready for pick-up at Peacock Collegiate's
main office (during school hours). Delivery on large orders can be arranged.**

APPENDIX G



145 Ross St. E
Moose Jaw, Saskatchewan S6H 0S3
Phone: 306.693.4626
E-mail: Peac-Treats@live.com

INVOICE

INVOICE #000
DATE: AUGUST 31, 2011

TO:

PAYMENT DUE UPON RECEIPT OF GOODS.

PAID IN FULL. THANK YOU.

QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL
	Rider Cupcake Kit		
	Christmas Cupcake Kit		
	Rider Candy Bouquet		
	Christmas Candy Bouquet		
TOTAL			

Make all checks payable to **Peacock Collegiate Junior Achievement.**

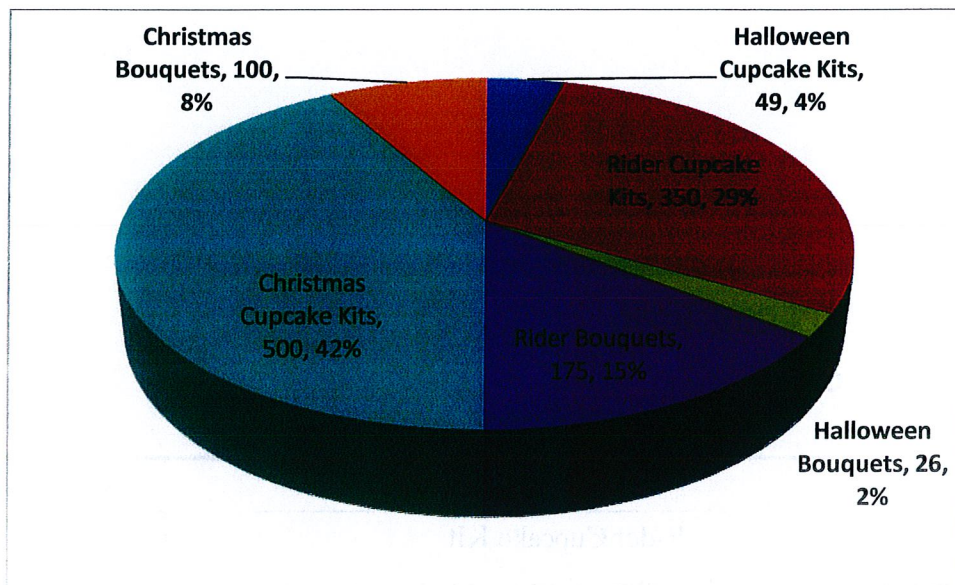
If you have any questions concerning this invoice, please contact **PEAC-TREATS** at Peac-Treats@live.com.

Thank you for your business!



APPENDIX H

PROJECTED SALES



APPENDIX I

Small Business Open House/Trade Fair Statement of Revenue/Expenditures for the period ended October 16, 2010

Revenue		
SCCFDC Sponsorship	\$400.00	
Vendor Fees	<u>2,460.00</u>	
Total Revenue		\$2,860.00
Expenses		
Advertising	\$675.50	
Jolly Jump Rentals	150.00	
Photo Booth Supplies	360.15	
Door Prizes	65.95	
Ceremony Ribbon	4.96	
Concession Expenses/Yearbook Donation	<u>600.00</u>	
Total Expenses		<u>1,856.56</u>
Net Profit		<u><u>\$1,003.44</u></u>

Peac-Treats Income Statement for the period ended November 19, 2010

Revenue		
Sales	\$3,505.00	
Profit from Small Business Trade Fair	<u>1,003.44</u>	
Total		\$4,508.44
Expenses		
Supplies	<u>1,817.60</u>	
Net Income		<u><u>\$2,690.84</u></u>

Peac-Treats
Balance Sheet
as at November 19, 2010

Assets		Shareholders' Equity	
Cash	\$300.84	Retained Earnings	\$2,690.84
Accounts Receivable	310.00	Share Capital	<u>320.00</u>
Supplies	<u>2,400.00</u>		
Total Assets	<u>\$3,010.84</u>	Total Shareholders' Equity	<u>\$3,010.84</u>

Peac-Treats
Projected Income Statement
for period ended January 31,
2011

Revenue

Profit from Small Business Trade		
Fair	\$1,000	
Sales	<u>14,000</u>	
Total Revenue		\$15,000

Expenses

Supplies	\$7,000	
Charitable Donation	575	
Sales Commission	850	
Other	<u>400</u>	
Total Expenses		<u>8,825</u>

Net Income

\$5,175